

Attachment III

Aplus Sunoco (Sun Co. Merchandising Supervisors/RJR Account Managers)

Sun Co. Voice Mail # 1-800-777-6444

RJR Voice Mail # - 1-800-757-8255

	<u>SUN MERCHANDISING MGR.</u>		<u>RJR ACCOUNT MANAGER</u>
East Division: (MA,CT,RI,NH)	Connie Boynton Sun Company, Inc. 640 George Washington Hwy 2nd Floor Lincoln, RI 02865	401-333-8086 VM#1061 401-333-8822 (Fax)	Theresa Scott VM# 71201 860-289-3305 860-289-3398 (Fax) CID# 0362-02-06 (Corp) CID# 0362-01-06 (Fran)
East Division: (NJ,Long Island)	Jack Guarneri Sun Company, Inc. 1028 Stelton Road Piscataway, NJ 08854	908-981-0052 VM# 1615 908-981-0928 (Fax)	Audrey Evanchik VM#77275 908-225-4774 908-417-9076 (Fax) CID# 0362-02-04 (Corp) CID# 0362-01-04 (Fran)
Central Division: (Philadelphia)	George Dunne/William Otis Sun Company, Inc. 4041 Market St. Aston, PA 19014-3197	610-859-5435 VM# 1488 - GD VM# 1530 - WO 610-859-5425 (Fax)	Joe Rago VM# 71831 215-412-7208 215-412-7209 (Fax) CID# 0362-02-01 (Corp) CID# 0362-01-01 (Fran)
West Division: (Pittsburgh)	Craig Enyeart Sun Company, Inc. 5733A Butler St. Pittsburgh, PA 15201	412-784-3469 VM# 1508 412-784-3488 (Fax)	Robbie Helm VM# 78625 412-221-2424 412-221-2425 (Fax) CID# 0362-02-03 (Corp) CID# 0362-01-03 (Fran)
West Division: (Syracuse)	Randy Miller Sun Company, Inc. 550 Solar St. Syracuse, NY 13204	315-424-7617 VM# 1544 315-424-9395 (Fax)	Sharon Schwalm VM# 73700 315-638-7846 315-635-1171 (Fax) CID# 0362-02-02 (Corp) CID# 0362-01-02 (Fran)
Midwest Division South: (S.OH, KY)	Mark Bledsoe Sun Company, Inc. 1708 Farr Drive Dayton, OH 45404	513-223-0503 VM# 1943 513-223-8678 (Fax)	Brian Coleman VM# 67033 614-898-0895 614-898-0709 (Fax) CID# 0362-02-08 (Corp) CID# 0362-01-08 (Fran)
Midwest Division North: (N.OH, MI)	Jay Owen Sun Company, Inc. 7530 Luceme Dr. 3rd Floor Middleburg Hts, OH 44130	216-843-1673 VM# 4207 216-843-1690 (Fax)	Ihor Miskewycz VM# 43518 330-225-1449 330-225-1045 (Fax) CID# 0362-02-07 (Corp) CID# 0362-01-07 (Fran)

McLane Supplier Numbers - Northeast - 3758780 - Cumberland - 6652760 - Midwest - 5760530

51850 5537

**APlus - Sunoco Foodmarket
2 Registers
Plan-o-gram #1**

Back Sales Counter



PM

Front Sales Counter

RJR


DOOR

Components

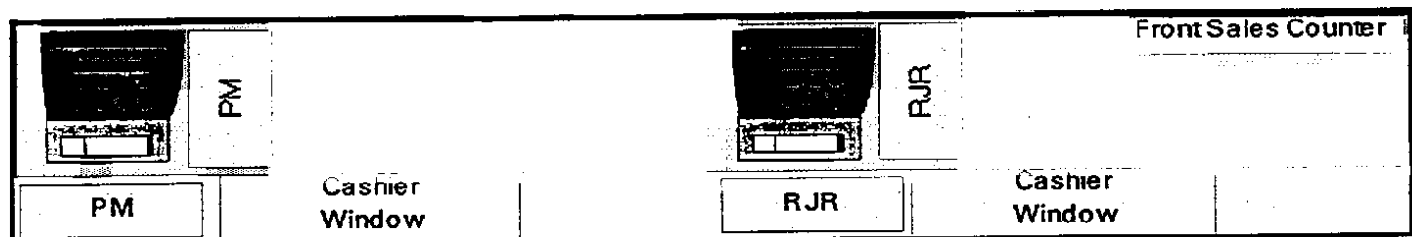
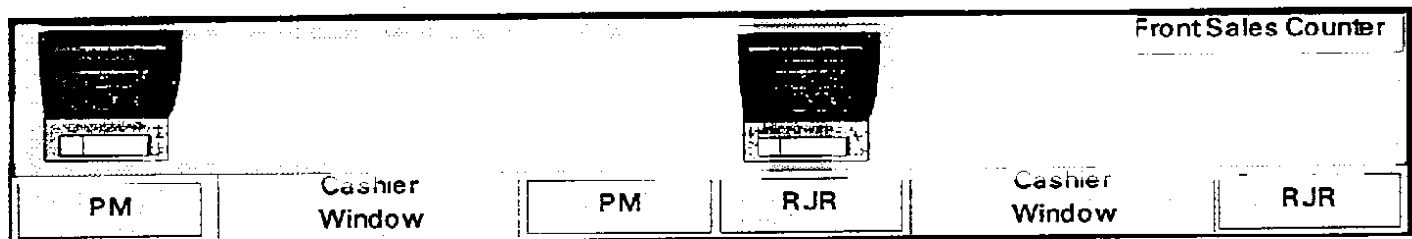
- 4 Full Price Self Service Displays
- 1 Value Brand Floor Mdser (see pog #8)
- 1 Promotional Mdser (see pog #9)

Authorization

<i>Rick Sloan</i>	<i>Joe Telescan</i>	<i>John Steel</i>	<i>10/1/96</i>
Sun Company			Date

8355 09815

**APlus - Sunoco Foodmarket
B-R Stores - 2 Registers
Plan-o-gram #2**



Authorization

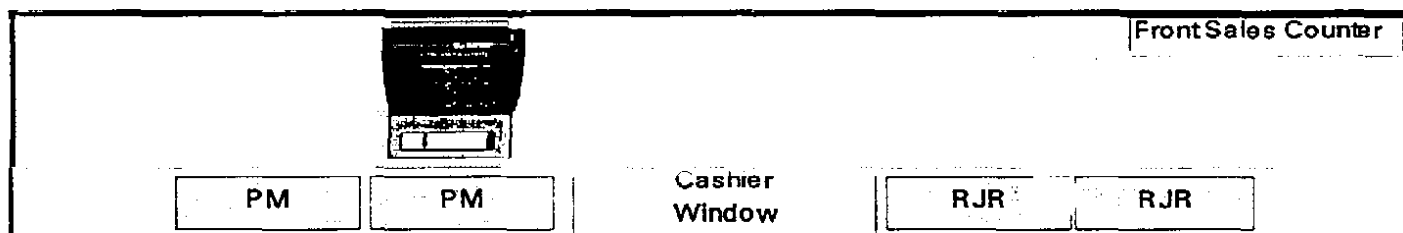
Components

- 4 Full Price Self Service Displays
- 1 Value Brand Floor Mdser (see pog #8)
- 1 Promotional Mdser (see pog #9)

<i>Rick Sloan</i>	<i>Joe Telescan</i>	<i>John Steel</i>	<i>10/1/96</i>
Sun Company			Date

51850 5539

**APlus - Sunoco Foodmarket
B-R Stores - Single Register
Plan-o-gram #3**



↓
DOOR

Components

4 Full Price Self Service Displays
1 Cimarron Back Sales Counter Display
No Value Brand Floor Mdser
1 Doral Back Sales Counter Display
1 Basic Back Sales Counter Display
1 Promotional Mdser (see pog #9)

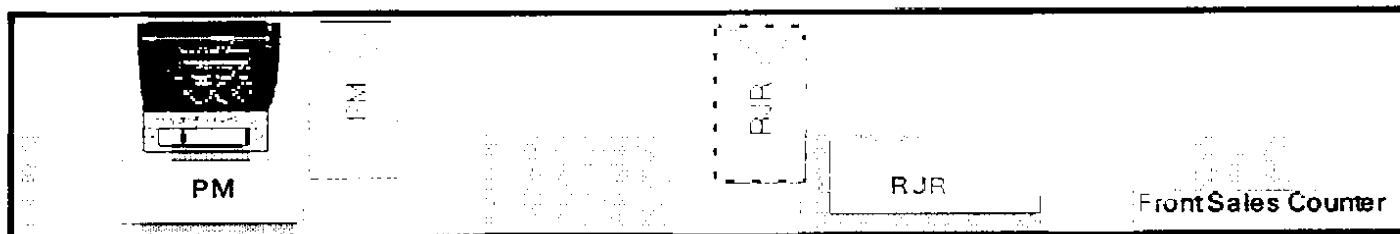
Authorization

<i>Rick Sloan</i>	<i>Joe Telescan</i>	<i>John Steel</i>	<i>10/1/96</i>
Sun Company			Date

51850 5540

**APlus - Sunoco Foodmarket
Single Register Large Sales Counter - Recommended Set
Plan-o-gram #4**

Back Sales Counter



↓
DOOR

Components

4 Full Price Self Service Displays
1 Value Brand Floor Mdser (see pog #8)
1 Promotional Mdser (see pog #9)

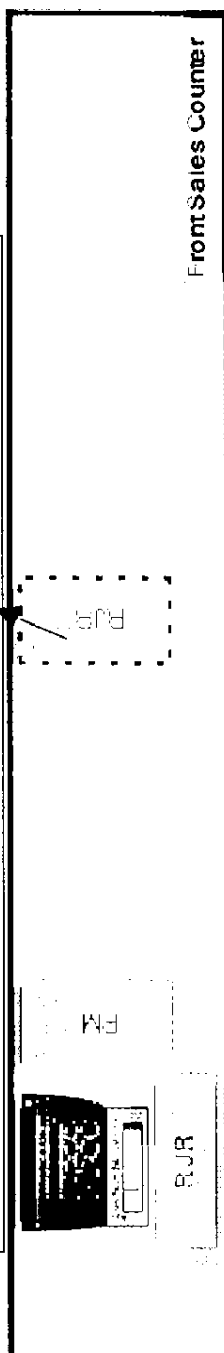
Authorization

<i>Rick Sloan</i>	<i>Joe Telescan</i>	<i>John Steel</i>	<i>10/1/96</i>
Sun Company			Date

51850 5541

Back Sales Counter

If counter configuration will not accommodate RJR's display at front of register, then it will be placed within 3 feet of the transaction area as shown.



DOOR

Authorization

- 2 Full Price Self-Service Displays
2 Full Price Non-Self-Service
1 Doral Back Sales Counter Display
1 Basic Back Sales Counter Display
1 Cimarron Back Sales Counter Display
(No Value Brand Floor Mdsr)
1 Promotional Mdsr (see pag #9)

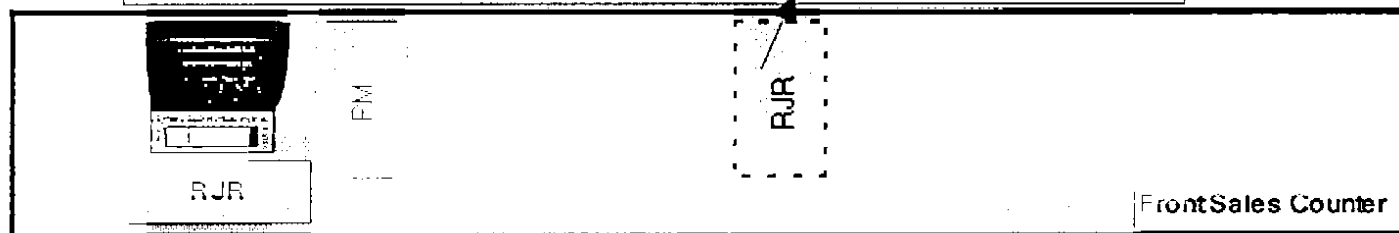
<u>Rick Sloan</u>	<u>Joe Telescan</u>	<u>John Steel</u>	<u>10/1/96</u>
<u>Suin Company</u>			<u>Date</u>

Source: <https://www.industrydocuments.ucsf.edu/docs/mmby0000>

**APlus - Sunoco Foodmarket
Single Wide Bldg - Alternate Set
Plan-o-gram #5**

Back Sales Counter

If counter configuration will not accommodate RJR's display at front of register, then it will be placed within 3 feet of the transaction area as shown.



DOOR

Components

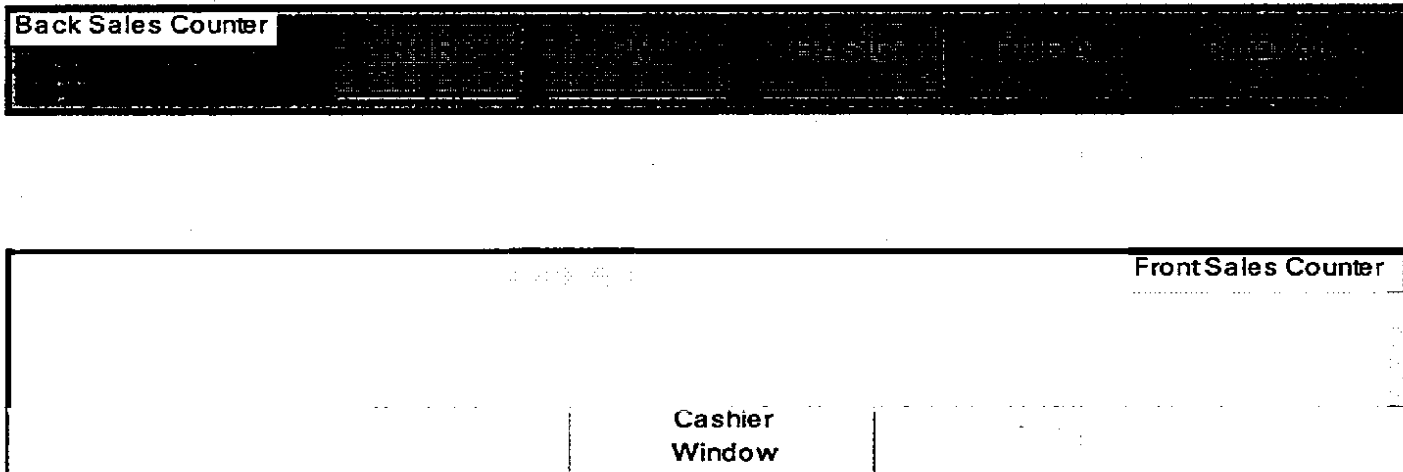
- 2 Full Price Self Service Displays
- 2 Full Price Non Self Serve Display
- 1 Value Brand Floor Mdser (see pog #8)
- 1 Promotional Mdser (see pog #9)

Authorization

<i>Rick Sloan</i>	<i>Joe Telescan</i>	<i>John Steel</i>	<i>10/1/96</i>
Sun Company			Date

51850 5543

**APlus - Sunoco Foodmarket
B-R Stores - Non Self Service
Plan-o-gram #7**



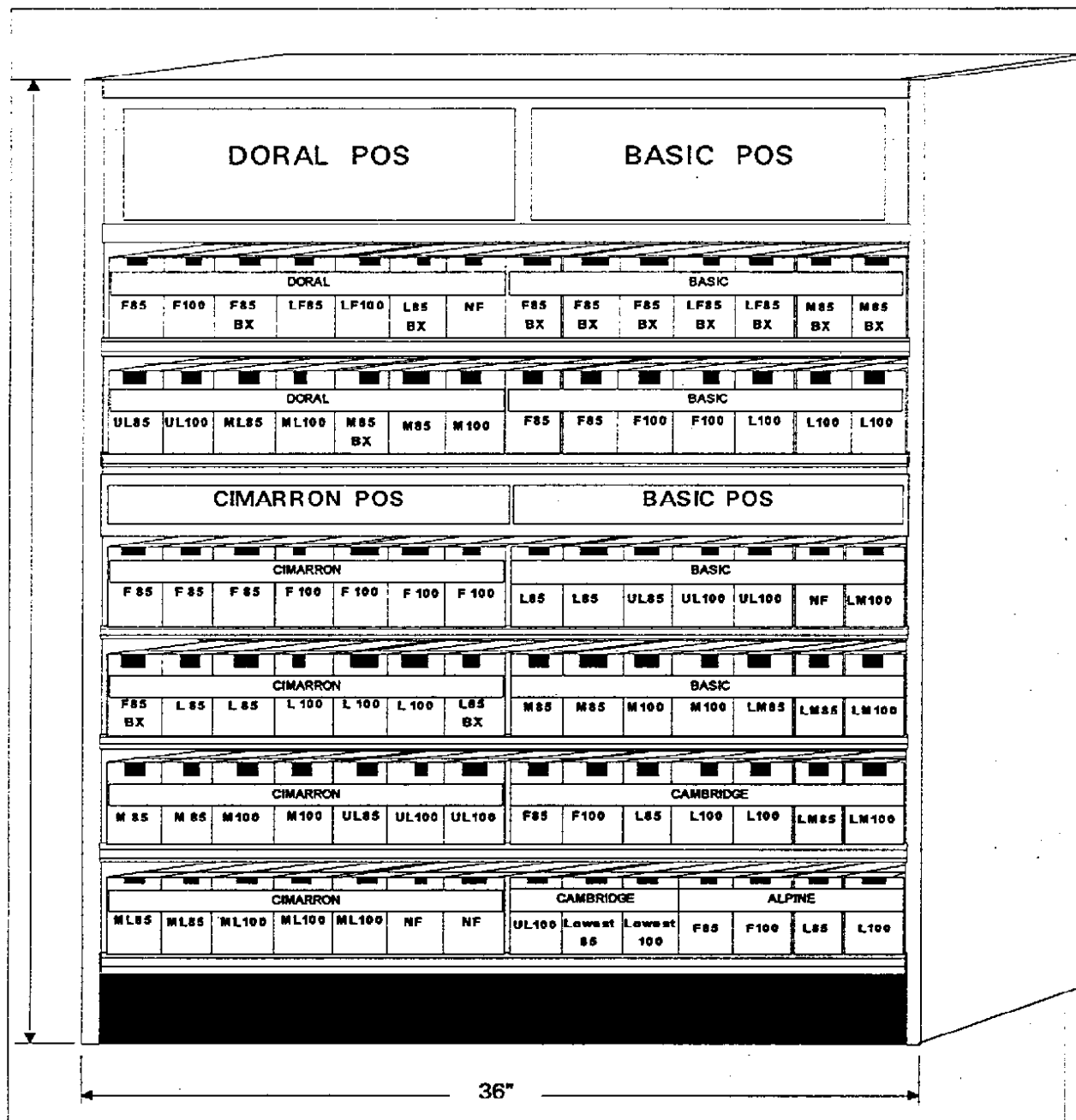
Components

2 Full Price Non Self Service Displays
1 Doral Non Self Service Display
1 Basic Non Self Service Display
1 Cimarron Non Self Service Display
1 Promotional Mdser (See POG #9)
No Value Brand Floor Mdser

Authorization

<i>Rick Sloan</i>	<i>Joe Telescan</i>	<i>John Steel</i>	<i>10/1/96</i>
Sun Company			Date

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**APlus - Sunoco Foodmarket
Value Center Floor Display
Plan-o-gram #8**

Note:
Value Center Floor Merchandiser
Should Be Placed At #2 Aisle Endcap.

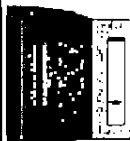
Authorization

<i>Rick Sloan</i>	<i>Joe Telescan</i>	<i>John Steel</i>	<i>10/1/96</i>
Sun Company			Date

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Plan-o-gram #10

Back Sales Counter



Front Sales Counter

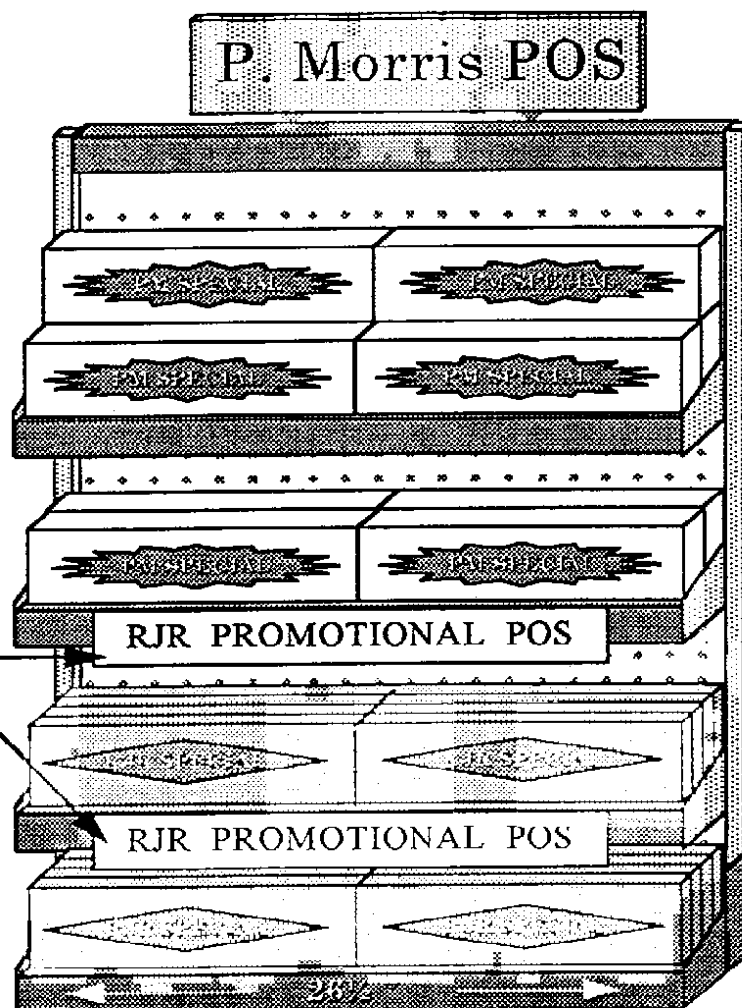
DOOR

Authorization

<i>Rick Sloan</i>	<i>Joe Telescan</i>	<i>John Steel</i>	<i>10/1/96</i>
Sun Company			Date

Source: <https://www.industrydocuments.ucsf.edu/docs/mmby0000>

APlus - Sunoco Foodmarket
Promotional Display
Plan-o-gram #9



Note:
 Snap on Signage Holder to
 be provided by Sun Co., Inc.
 Promotional POS to be
 provided with each
 promotion.

**Promotional Merchandiser
 To Be Used With All
 Counter Configurations.**

In smaller stores where this display
 can not be placed in a prominent
 location, a Marlboro single wide
 shopping basket may be substituted.

Promotions will then be placed in
 temporary in-out display.

The P. Morris provided Promotional
 Unit will house all cigarette promotions
 and will be set to P-O-G.

Authorization

<i>Rick Sloan</i>	<i>Joe Telescan</i>	<i>John Steel</i>	<i>10/1/96</i>
Sun Company			Date

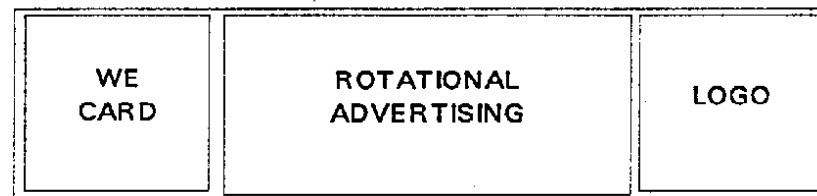
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SUNPOG9.XLS - 10/1/96

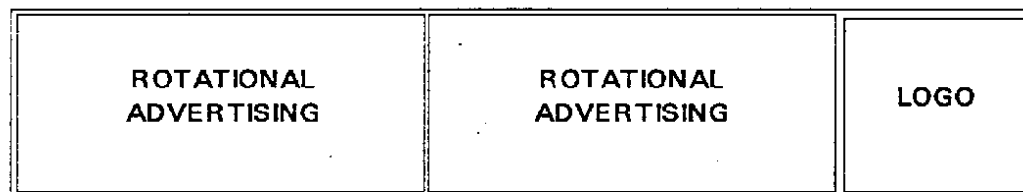
**APlus - Sunoco Foodmarket
Overhead Cigarette Merchandiser
Insert Configuration**



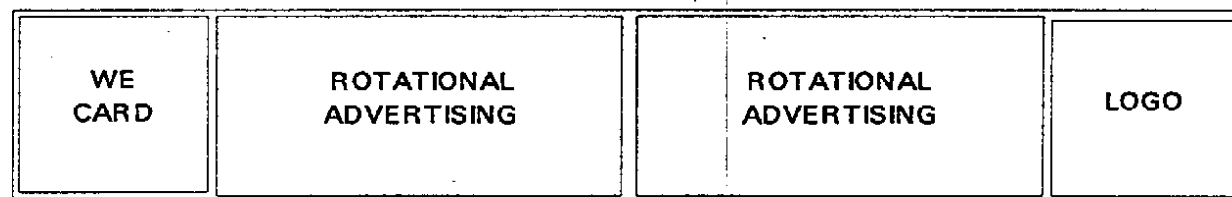
6'



8'



10'



12'

51850 5548

SUN CORPORATE LOCATIONS

SR TERR	RR TERR	SR CLASS	RR CLASS	ACCT	FULL NAME	STORE NO	ADDR1	CITY	STATE	ZIP
122105	0	A04	0	663090	SUNOCO COOP 7123	0	RT 46E ABBOTT AVE	PALISADES PARK	NJ	7650
122113	122627	A00	A04	484899	SUNOCO #7017	7017	VINCE LOMBARDI	RIDGEFIELD	NJ	7657
122113	122627	A00	A12	484905	SUNOCO #7016	7016	ALEX HAMILTON SERVIC	SECAUCUS	NJ	7094

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SUN CORPORATE LOCATIONS

SR TERR	RR TERR	SR CLASS	RR CLASS	ACCT	FULL NAME	STORE NO	ADDR1	CITY	STATE	ZIP
122614	122626	A00	A12	720172	APLUS 7185	7185	CORNER OF HAMBURG & NEWARK	RIVERDALE	NJ	7457

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SUN CORPORATE LOCATIONS

SR TERR	RR TERR	SR CLASS	RR CLASS	ACCT	FULL NAME	STORE NO	ADDR1	CITY	STATE	ZIP
122207	0	A04	0	672441	APLUS COOP 7201	0	160 N SAW MILL RIVER RD	ELMSFORD	NY	10523

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SUN CORPORATE LOCATIONS

SR TERR	RR TERR	SR CLASS	RR CLASS	ACCT	FULL NAME	STORE NO	ADDR1	CITY	STATE	ZIP
122304	122330	A24	A12	584406	SUNOCO CO OP #7053	7053	885 JOHNSON AVE	RONKONKOMA	NY	11779
122308	122320	A00	A12	626430	A PLUS MINI MKT 7097	0	118 NEWBRIDGE RD	HICKSVILLE	NY	11801

51850 5552

SUN FRANCHISE LOCATIONS

SR TERR	RR TERR	SR CLASS	RR CLASS	ACCT	FULL NAME	STORE NO	ADDR1	CITY	STATE	ZIP
122101	122225	A12	A12	509781	ENGLEWOOD SUNOCO	0	137 W STATE RT 4	ENGLEWOOD	NJ	7631
122103	122628	A12	A24	634162	APLUS/SUNOCO 7016	0	725 ROUTE 3 EAST	SECAUCUS	NJ	7094

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SUN FRANCHISE LOCATIONS

SR TERR	RR TERR	SR CLASS	RR CLASS	ACCT	FULL NAME	STORE NO	ADDR1	CITY	STATE	ZIP
122201	122220	A24	A12	432471	CENTURY S/S INC	0	40 W LINCOLN AVE	MOUNT VERNON	NY	10550
122201	122220	A24	A12	313936	SUN RIVER MART	0	71 HUGUENOT ST	NEW ROCHELLE	NY	10801
122205	122224	A12	A12	666847	GREENWICH SUNOCO AT	0	510 E PUTNAM AVE	COS COB	CT	6807
122206	122224	A12	A12	786841	A PLUS #60032	60032	791 BEDFORD RD	BEDFORD HILLS	NY	10507
122206	122224	A12	A12	675655	A PLUS SUNOCO	0	555 N BROADWAY	WHITE PLAINS	NY	10603
122207	0	A00	0	508503	CENTRAL GULF AUTO	0	17 N CENTRAL AVE	HARTSDALE	NY	10530

51850 5554

SUN FRANCHISE LOCATIONS

SR TERR	RR TERR	SR CLASS	RR CLASS	ACCT	FULL NAME	STORE NO	ADDR1	CITY	STATE	ZIP
122302	122325	A12	A00	049018	SUNOCO #5014	0	ALBANY AVE & BROADWY	AMITYVILLE	NY	11701
122302	122325	A12	A12	024820	SUNOCO SUN MART	0	MONTAUK&BAYVIEW AVE.	AMITYVILLE	NY	11701
122304	122330	A24	A12	423543	SUNOCO STOP N' SHOP	0	5140 VETERANS HWY	HOLBROOK	NY	11741
122309	122322	A24	A24	599610	MT. SINAI SUN MART	0	572 ROUTE 25A	MOUNT SINAI	NY	11766

51850 5555

SUN FRANCHISE LOCATIONS

SR TERR	RR TERR	SR CLASS	RR CLASS	ACCT	FULL NAME	STORE NO	ADDR1	CITY	STATE	ZIP
122509	122923	A12	A12	689097	SUNOCO	0	1626 STILLWELL AVE	BROOKLYN	NY	11223

51850 5556

SUN FRANCHISE LOCATIONS

SR TERR	RR TERR	SR CLASS	RR CLASS	ACCT	FULL NAME	STORE NO	ADDR1	CITY	STATE	ZIP
122603	122622	A24	A12	453881	DIBBS SUNOCO	0	1734 RT 22 EAST	SCOTCH PLAINS	NJ	7076
122609	0	A04	0	580838	SUNOCO #7040	7040	RT. 23 & JACKSON AVE	POMPTON PLAINS	NJ	7444

51850 5557

SUN FRANCHISE LOCATIONS

SR TERR	RR TERR	SR CLASS	RR CLASS	ACCT	FULL NAME	STORE NO	ADDR1	CITY	STATE	ZIP
122901	122327	A12	A04	494660	SUNOCO SUNMART #8006	0	1220 HEMPSTEAD TPKE	UNIONDALE	NY	11553
122901	122327	A12	A12	616454	A PLUS	0	221 BALDWIN RD.	HEMPSTEAD	NY	11550
122904	0	A00	0	578619	SUNOCO MART #7051	7051	665/655 PENINSULA	HEMPSTEAD	NY	11550
122906	122328	A12	A12	672990	SUNLIGHT NEW YORK CO	0	3414 LONG BEACH RD	OCEANSIDE	NY	11572

8999 09819